

Leverage Ratio

Profitability Ratio

Company	Value
IBM	0.85
HP	0.75
Apple	0.65
Microsoft	0.55
Oracle	0.45
SAP	0.35
Sun	0.25
Novell	0.15
Lotus	0.10
Compaq	0.05

Microbase Database

Microbase Database is a relational database management system (RDBMS) developed by Microbase Corporation. It is designed for high performance and scalability, particularly in environments with large data volumes and complex queries. The system supports a wide range of data types, including text, numbers, and dates, and offers robust security and backup capabilities.



Primary Activities



Supporting Activities



How can Dell Inc. overtake Hewlett-Packard as the Worldwide leader in personal computers?

To be the worldwide leader in personal computers

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First Alternative Course of Action

Background: Dell Inc. is a differentiated operating their product directly to customers. This model of direct-to-customer business approach has made Dell the leader in the PC market.

Plan: The strategy here is to target Dell's core market and use their direct-to-customer model to gain market share. This involves focusing on the core market and using their direct-to-customer model to gain market share.

Costs: The primary cost here is the cost of the direct-to-customer model. This involves the cost of the direct-to-customer model, which is the cost of the direct-to-customer model.

Second Alternative Course of Action

Background: Dell Inc. is a differentiated operating their product directly to customers. This model of direct-to-customer business approach has made Dell the leader in the PC market.

Plan: The strategy here is to target Dell's core market and use their direct-to-customer model to gain market share. This involves focusing on the core market and using their direct-to-customer model to gain market share.

Costs: The primary cost here is the cost of the direct-to-customer model. This involves the cost of the direct-to-customer model, which is the cost of the direct-to-customer model.

Third Alternative Course of Action

Background: Dell Inc. is a differentiated operating their product directly to customers. This model of direct-to-customer business approach has made Dell the leader in the PC market.

Plan: The strategy here is to target Dell's core market and use their direct-to-customer model to gain market share. This involves focusing on the core market and using their direct-to-customer model to gain market share.

Costs: The primary cost here is the cost of the direct-to-customer model. This involves the cost of the direct-to-customer model, which is the cost of the direct-to-customer model.

The curious case of Dell Harvard Case Solution & Analysis

TheCaseSolutions.com

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IBM	0.85
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Oracle	0.45
SAP	0.35
IBM Business Partner	0.25
IBM Business Partner	0.15
IBM Business Partner	0.10
IBM Business Partner	0.05
IBM Business Partner	0.02
IBM Business Partner	0.01

Microbase Database

Microbase Database is a relational database management system (RDBMS) that was developed by the company in the late 1980s. It was designed to be a high-performance, scalable, and secure database system. The database was built on a multi-tier architecture, which allowed it to handle large amounts of data and support a large number of users. It was also designed to be easy to use and integrate with other applications.



Primary Activities

Primary Activities

Primary activities are the core activities that a company performs to create value for its customers. These activities are typically divided into five categories: procurement, operations, logistics, sales and marketing, and service. Each of these activities plays a critical role in the company's overall performance and success.

Supporting Activities

Supporting Activities

Supporting activities are the activities that support the primary activities and help the company to create value for its customers. These activities include infrastructure, human resources, technology, and procurement. Each of these activities plays a critical role in the company's overall performance and success.

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IBM Business Partner

First Alternative Course of Action

First Alternative Course of Action

This alternative course of action involves Dell focusing on its core strengths and leveraging its direct-to-consumer model to gain a competitive advantage. By offering a wide range of product options and providing excellent customer service, Dell can attract and retain more customers, ultimately leading to higher sales and profitability.

Second Alternative Course of Action

Second Alternative Course of Action

This alternative course of action involves Dell expanding its product line to include more high-end and specialized products. By offering a wider range of product options, Dell can attract a more diverse customer base and increase its market share. Additionally, focusing on high-end products can help Dell differentiate itself from its competitors and achieve higher profit margins.

Third Alternative Course of Action

Third Alternative Course of Action

This alternative course of action involves Dell focusing on improving its operational efficiency and reducing costs. By streamlining its supply chain and optimizing its manufacturing processes, Dell can reduce its production costs and improve its profit margins. Additionally, focusing on operational efficiency can help Dell improve its customer service and overall performance.

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II. Macro Analysis and Macro Environment

Political Macro- Environment

IT thrust in the public service would essentially assume existence of a very strong IT industry in the State. It is the endeavor of the Government to help create new job opportunities for the youth of the State in this sunrise industry. It would only be possible when there is extensive use of computer for the public services, in businesses and in homes. Location of strong IT industry in the State would also give a fillip to export of IT related services and products.

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Economic Macro- Environment

Global recessionary forces had caused a significant slowdown in global IT spending during 2008 and even larger cutbacks were being forecast for at least the first half of 2009 in light of the global financial crisis that emerged in Fall 2008.

Analyst expected the worldwide IT industry to grow from \$1.2 trillion in 2007 to \$1.5 trillion in 2010, a compound growth rate of about 7.7 percent. This gives opportunity for the industry participants to expand their businesses.